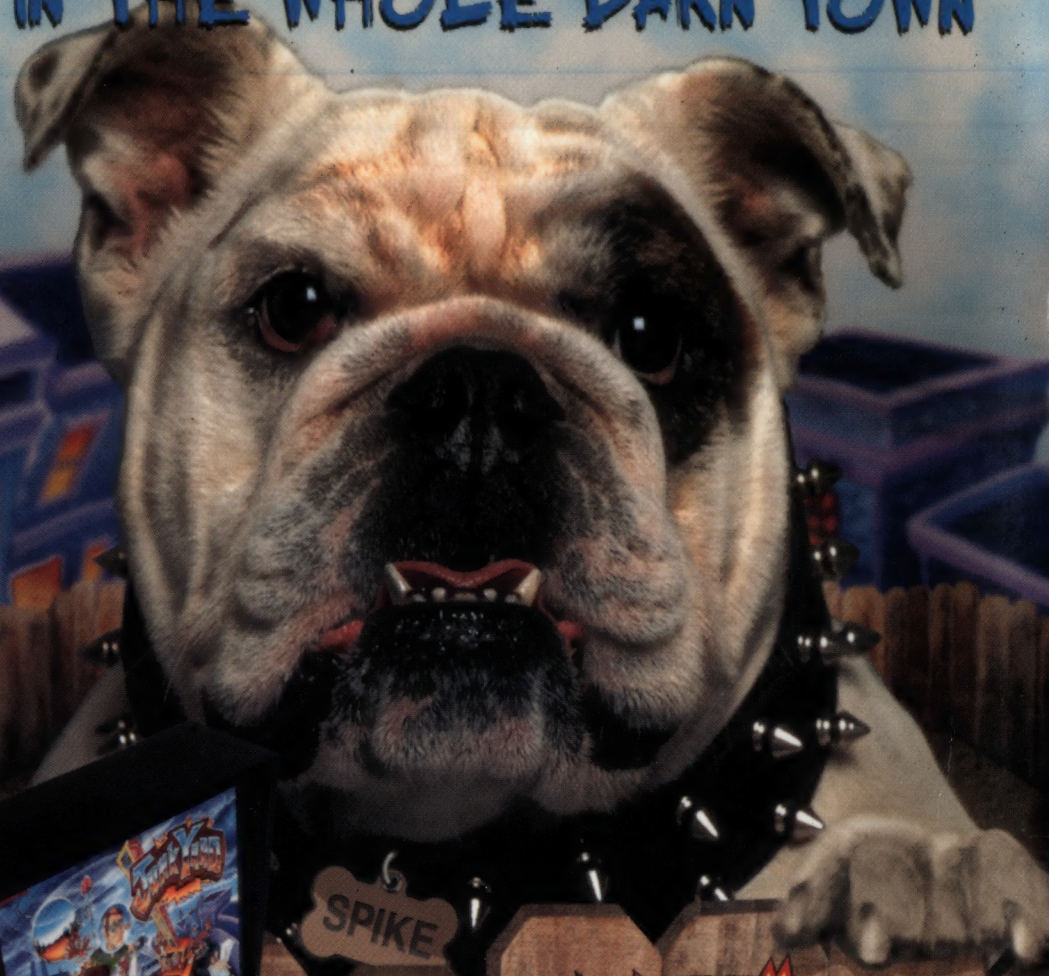


THE MEANEST* GAME
IN THE WHOLE DARN TOWN



This product is marketed in NZ under
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by Coin Cascade Ltd.

*Meanest doesn't really mean mean as in mean. It means mean as in cool,
hip, awesome, the best, etc. The above photo is of a fictional character named
Spike. Any resemblance to an actual mean junkyard dog is purely coincidental.

Williams W
Williams Electronics & Games, Inc.

3401 N. California Ave., Chicago, IL 60618

TIME OUT

APRIL 1997



The Battle Continues!



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Amusement to Entertainment
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NEO 50 II



This highly-profitable 50-inch screen MVS is making its debut as the new standard on the amusement scene!

With "NEO 50 II" featuring the big screen monitor that can switch between 2 frequencies automatically, you are able to enjoy two different frequencies of games.

WORLD JOURNAL

APRIL 8-10

THEME PARKS & FUN CENTRE SHOW

World Trade Centre, Dubai
International Expo-Consultants
Ph +971 4 44 96 44
Fax +971 4 44 62 38

APRIL 9-12

12TH ANNUAL WORLD WATERPARK ASSOCIATION SPRING MANAGEMENT SCHOOL

King's Island Inn, Cincinnati, Ohio
Dave Bruschi
Ph +1 913 599 0300

APRIL 12-14

GULF LEISURE PARKS & FUN CENTRE SHOW

Convention Hall, Holiday Inn Crowne Plaza Hotel, Dubai
Gerry Robinson
Ph +44 1905 613256
Fax +44 1905 724768

APRIL 23-24

ALEX '97

Winter Gardens, Blackpool, UK
Worlds Fair Exhibitions
Ph +44 161 624 3687
Fax +44 161 665 1260

MAY 1-2

CANADIAN GAMING EXPO

The International Centre, Toronto, Canada
Peter Clark - Show Manager
Ph +1 705 327 8044
Fax +1 705 327 0076

MAY 1-3

WORLD OF ENTERTAINMENT '97

Prague Exhibition Centre, Czech Republic
Zdenek Kocik
Ph +42 2 991 1006 pr 1373
Fax +42 2 991 1588

MAY 12-14

EUROPEAN CASINO CONGRESS (ECC)

RAI Convention Centre, Amsterdam
Intergame Conferences Ltd
Ph +44 161 633 0100
Fax +44 161 627 0009

JUNE 17-22

EXPO AMUSEMENT 1997

Guadalajara, Jalisco, Mexico
Asociacion Internacional de Aparatos
Ph +52 36 614 30 15
Fax +52 36 615 14 83

JUNE 18-19

GAMING FOR AFRICA EXPO

Gallagher Estate, Midrand, Johannesburg
Gaming for Africa Expo
Ph +27 11 704 3147
Fax +27 11 704 1616

JUNE 24-26

TILE '97

Palais des Congress, Strasbourg, France
Monica Yam
Ph +44 1985 846181
Fax +44 1985 846163

JULY 24-26

SALEX '97

Mart Center, Sau Paulo, Brazil
World's Fair Exhibitions
Ph +44 161 624 3687
Fax +44 161 665 1260

AUGUST 1-3

LEISURE & AMUSEMENT '97

Balai Sidang Jakarta Convention Centre
PT Nusa Pamerima Corp.
Ph +61 21 628 7780
Fax +61 21 628 7781



STREET FIGHTER THREE - FINALLY

FIRST it was chic for rock stars to have one name (Elvis, Sting, Madonna). Then it became hot for movies to be known by alpha-numeric nicknames instead of full titles (Terminator 2 became "T2"; Independence Day became "ID4"). Now Capcom Coin-Op is latching onto the trend. They're debuting the long-awaited Street Fighter 3 at this month's ASI Show in Las Vegas, but they're not calling it that. The official name is Three: A New Generation of Street Fighters. Or just plain Three for short.

But don't worry - once you get past the name issue, Capcom has no shortage of words to describe the game. They're touting it as "the most requested installment in the video game industry's highest-grossing, longest-running, and most prolific fighting game series... quite possible the most anticipated video game of all time... the newest evolution of arcade fighting on super-powered hardware, featuring the most detailed animated graphics ever, starring 11 of the most dynamic characters to grace a screen."

Perennial favourites Ken and Ryu return from SF2, while all other characters are new - including the central hero, Alex who's described as "a tough New Yorker who fights to avenge his defeated martial arts instructor." Other new characters range from a Russian "cyber punk" to

a teenaged female Japanese Ninja.

Players will enjoy a new category of moves called "parrying", a range of aggressive blocking acts which allow them to deflect oncoming attacks. "It adds a whole new dimension to gameplay," said Capcom execs. Players now choose one of three different Super Art moves for each character (formerly known as Super Combos) and the game begins. Since players can choose these combos as well as characters, each match is really different. Said Capcom: "Three's gameplay will be extremely familiar and comfortable to fans of the Street Fighter 2 and Street Fighter Alpha series, while the new revisions add substantial complexity, depth and innovation."

The game runs on Capcom's new 32-bit video platform, CPS-III, which uses a CD-ROM drive with 776 megabits of RAM. The factory says all this computer horsepower has enabled designers to reach new heights of fluid animation, with up to 64 colours per animated sprite and 36,000 colours for each background.

"Capcom has taken advantage of the extra storage space to add many more frames of animation per character," said the factory. "For example, Ryu's Hadoken attack was animated using only four frames of animation in Street Fighter 2 and Street Fighter Alpha. In Three, this move utilises a stunning 14 frames of animation. The result of the new hardware is that Three's graphics are four times more colourful and from 150 to 250% smoother."

Capcom is very proud of its claim to be "the world's foremost publisher of fighting games," so they were very careful about making sure they had a game that deserved the Street Fighter 3 title. It's been a six-year wait (meanwhile, there have been seven other Street Fighter titles in the past five years). "For Three to achieve its truly landmark status, the game could not be rushed," Capcom said... possibly the only understatement you'll hear in connection with this title!



HANGPILOT

Hang Pilot takes the foot control interactive simulation games one step further. Realistic hang gliding action in which the player holds on to a hang glider bar and with a side motion foot control similar to Namco snow skiing games, the player leans forward resting his knees and upper legs against a cushioned pad. Use of 2 33" monitors allows the hang glider pilot to look down at the ground below and then look ahead for direction avoiding mountain ranges and other flying obstacles. For those players that had always wanted to experience the thrill of a hang glider pilot, this game will be an instant draw card. The action is realistic and the 3 difficulty levels will encourage repeat play.



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- Up to 100 shots per game.
- Each shot is worth ten points to the player.
- Prize capsules are automatically dispensed.
- Capsules are of various sizes (Up to 100mm).
- The automatic loading mechanism is an advanced engineering design for trouble-free operation.
- When the capsule is in place, the mechanism automatically loads a new capsule onto the turntable.
- The barrel-shaped gun is an attention grabber with its unique bang when fired.

HOT SPECIALS

INTERNATIONAL NEWS

GAMEMASTERS TABLE HOCKEY



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VALUE PACKED FOR THE OPERATOR

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\$4,200/\$4,800

2ND HAND



DESERT TANK

\$14,500



LUCKY CARNIVAL

\$29,850 EACH

LIMITED NUMBER



Zones have been set up.

Interestingly, Matahari was recently taken over by the Lippo Bank.

Leisure and Allied is now thought to be looking at opening still more of these Time Zone FECs in other countries of south-east Asia, but Managing Director Malcolm Steinberg was not prepared to reveal his hand when we spoke with him recently.

SINGAPORE SCENE

THE long-awaited opening of the first Time Zone FEC-style arcade in Singapore at the end of January has brought Australia's Leisure and Allied Industries into a new country.

The company, which has around 50 of the Time Zone locations in Australia and another 30 in Indonesia in 19 stores, has been planning to move into the lucrative Singapore market for some time. The new location is at the White Sands Shopping Mall at Pasir Ris and covers around 20,000 sq.ft. of prime trading area.

L&A has introduced over 200 coin operated machines into the location, plus a number of special effects which are the product of its own research and development department. One of them is a 200 inch video wall which will carry promotional news, film clips and advertising.

Indonesia remains the company's biggest market outside of Australia, however, and it is a chain of openings which only began two years ago. Three more were due to open in Indonesia during February.

The company's partner in Indonesia is the Matahari department store group and it is in the group's locations that the Time



PC GIANTS LAY OUT PLAN FOR COIN-OP FUTURE

AT a confidential meeting held last month, executives from Intel and Microsoft met with more than 100 representatives from the coin-op industry to lay out specifics of a proposed PC-based game platform.

Speakers included three vice presidents from Intel, signalling the company's commitment to the coin-op market. A preliminary specification for the proposed coin-op platform, including CPU, disc size and RAM, was present.

Attendees - including most of the major coin-op manufacturers, several PC game publishers, and even a representative of NANI - were also sworn to secrecy and

MORE TABLE HOCKEY
ACTION PACKED FOR THE PLAYERS
VALUE PACKED FOR THE OPERATOR

INTERNATIONAL NEWS

required to sign a non-disclosure agreement barring them from discussing any details of the presentation.

The impetus for delivering the message last month was a newly developed 3D platform and the promise of new multimedia technologies from Microsoft and Intel that will reportedly catch up and surpass the performance of dedicated hardware in the next few years.

Software for the proposed platform is expected by the second half of this year (look for more on this issue in next months edition).

ISRAELI SUCCESS FOR NAMCO

"A runaway success" is how Namco Operations Europe is describing the launch of its Wonderpark FEC in Rishon Le Zion, Israel, which opened its doors to the public at the end of October 1996. First quarter trading patterns show that the centre is being frequented by more than 40,000 people per week - by February 1, 1997, the visitor count had reached half a million.

Occupying more than 2,000 square metres, the entire basement of a new four-storey shopping mall in Rishon Le Zion, a southern suburb of Tel Aviv - the Namco

and the first of the new FEC genre.

NOVA'S NIGHT OF THE STARS

ONE of the most eagerly awaited events of each IMA Show is the awards presentation evening of Nova Games, the Hamburg-based international distribution arm of the Gauselmann Group.

Unlike many supposed showcase events run by the worldwide industry, Nova really do things in style each year, with gourmet standard food, international cabaret entertainment and a host of international industry figures.

Williams were commended for helping to revive the future of pinball with their Attack From Mars, Joe Dillon being on hand to receive the trophy. Namco's Shane Breaks stepped up to receive the citation for the "Best Innovation Simulator", the award made for Prop Cycle, while Udo Nickel followed one of IMA '97's key trends by marking the success of bartop games machines with the award of a Nova Star to Merit Industries for the company's Megatouch Tri-Tower.

Williams were back on stage to collect the accolade for "Best Amusement Game of IMA" in the shape of Cruisin' World while the Gauselmann Group's own product development was recognised by the award of the final Nova Star to Michael Gauselmann for

the Skat multigame.

With fine music, excellent hosts and a plethora of industry luminaries on hand, Nova's Night of the Stars once again held up its reputation as the social event of IMA.

CLASSIFIEDS

World Heroes Perfect \$200
Zed Blade \$75

PH BEVAN 09 525-0200

NEO GEO CARTRIDGES

2x 3 Count Bout \$150
1x Aggressors of Dark Combat \$200
10x Art of Fighting 1 \$150
1x Baseball Stars \$200
4x Burning Fight \$100
1x Cyber Lip \$100
8x Fatal Fury 1 \$100
4x Fatal Fury 2 \$250
1x Karnovs Revenge \$400
1x King of Fighters 94 \$200
1x King of Monsters 1 \$200
2x Mutation Nation \$150

DEDICATED FOR SALE

Air Hockey Gamesters Ultimate \$4,800
Alpine Racer 50" \$30,000
Cruisin' USA DX full motion \$28,000
Cyber Cycles twin \$28,000
Cyber Cycles 50" twin - linkable \$54,000
Desert Tank 50" \$28,000
Drug Wars 50" consol \$10,000
Gun Fighters 26" \$4,200
Killer Instinct 26" complete \$5,000
Killer Instinct 2 25" dedicated \$6,500
Laser Kits - Mad Dog 2, etc... \$1,500
Lethal Enforcer Kit \$1,000
Mortal Kombat 3 Ultimate comp 26" \$3,500
NBA Jam Tournament \$3,500
Projector 50" big screen & console \$9,000
Revolution X complete \$6,500
Ribbit Racer redemption \$13,000
T-Mec twin \$15,000
2x Underfire 2 player shaking guns \$4,000
Virtua Cop 1 40" NRI mech, high sec \$13,000
Virtua Fighter 2 complete \$7,500
Vidikron Wall Projector 33" to 120" \$6,000

LOGIC BOARDS FOR SALE

A Boards are available with any
B Board purchased) \$820
2x Armoured Warriors (B) \$300
Elevator Action \$1,250
Fighting Vipers \$5,000
Gun Bird \$500
Jackie Chan \$750
2x Killer Instinct 1 \$3,300

Killer Instinct 2 \$4,300
Macross \$450
4x Mortal Kombat 1 \$600
Mortal Kombat 3 Ultimate \$1,500
2x NBA Jam Tournament \$1,100
4x Street Fighter CE \$350
5x Street Fighter Hyper fight \$350
5x Street Fighter Super Turbo (B) \$400
3x Street Fighter Two \$250
Street Fighter The Movie \$1,200
Street Fighter Alpha 1 (B) \$950
Tekken 1 \$1,000
Tekken 2 \$2,100
Toshinden \$1,500
Virtua Fighter 2 \$5,000
X-Men (B) \$900

CABINETS FOR SALE

Red Uprights 26" vid cabs, elec mechs \$2,000
Red Lowboys 26" vid cabs, NRI mechs \$1,800

PINBALLS FOR SALE

The Flintstones \$4,800
The Shadow \$4,800

PH MAARTEN OR ALEX

09 524-5773

PINBALLS FOR SALE

Batman DE \$1,300
Black Rose \$1,800
Checkpoint \$800
Congo \$4,800
Corvette \$2,800
Creatures \$1,800
Demolition Man \$4,000
Dirty Harry \$4,000
Dr Who \$2,200
Fishtales \$1,900
Flintstones \$3,500
Getaway \$1,300
Guns & Roses DE \$3,400

DEDICATEDS FOR SALE

After Burner 2 upright \$1,200
Coco The Clown \$5,000
Hit the Ice 4 player \$1,000
Lethal Enforcer \$1,000
Line of Fire \$2,100

PH KEN OR MIKE

04 389-3919

namco

Wonderpark features Namco's full-scale Ridge Racer, DMD's Bowlingo and a wide range of Namco hi-tech simulators, as well as areas dedicated to soft play and redemption. It is by far the largest indoor amusement centre in Israel

CLASSIFIEDS

FOR SALE

Daytona twin \$26,500

PH CRAIG 04 566-6056

FOR SALE

Defender \$1200
Galaga \$900
Phoenix \$600
Red Clash \$600

All machines are in good condition with multi-coin mechs.

PH SIMON 04 499-8815

FOR SALE

Addams Family - as new \$3,250
NRI Electronic Coin Acceptors \$260

PH PETER 025 751-067

FOR SALE

Virtua Cop 2 26" \$12,900

PH KEITH 09 817-8820

FOR SALE

Party Zone Pinball \$1,750

PH PETER 06 323-7579

PCBS FOR SALE

19XX (B) \$750
Armoured Warriors (B) \$250
Dark Stalkers (B) \$150
Gunbird \$400
Jackie Chan \$450
Karate Tournament \$250
Lethal Enforcer Kit \$1,000
Lord of the Gun \$500
Major Title \$450
Mortal Kombat \$600
Mortal Kombat 2 \$900
Ultimate Mortal Kombat 3 \$1,650
NBA Jam Tournament \$1,000
Street Fighter 2 CE \$250
Street Fighter 2 Hyper Fight \$250
Street Fighter 2 Turbo (B) \$300
Street Fighter Alpha (B) \$700
Street Fighter Alpha 2 (B) \$1,250
Tekken \$1,250
Tekken 2 \$1,750
Toshinden 2 \$750
Virtua Fighter 2 26" \$8,000

X-Men (B) \$850

X-Men vs SF (B) \$1,695

CABINETS FOR SALE

26" Lowboy c/w NRI coin acceptor \$1,650
26" Upright x/w NRI coin acceptor \$1,750
Red 26" Gun Cabinet c/w S6 coin acceptor \$2,750

DEDICATED FOR SALE

Air Hockey Table - stainless steel top \$3,000
Cruisin' USA 26" twin sit down \$16,500
Cyber Sled 26" twin sit down \$7,000
Exhaust Note 26" twin sit down \$7,000
Grand Prix Star 26" twin sit down \$7,000
25" Lethal Enforcer Cabinet \$3,750
Rave Racer - Ridge Racer 3 twin 33" \$22,500
Revolution X 25" \$5,990
Sega Rally 26" & 29" twin \$32,500
Stadium Cross 26" twin \$8,500
Virtua Racer 26" twin sit down \$10,000
Winning Run DX Mover \$4,000

PINBALLS FOR SALE

Addams Family \$4,500
Attack from Mars \$7,400
Creature/Lagoon \$2,100
Demolition Man \$4,250
Dirty Harry \$4,250
Dr Who \$2,500

NEO GEO FOR SALE

3 Count Bout \$50
8 Man \$50
Alpha Mission 2 \$100
Art of Fighting 2 \$100
Double Dragon \$350
Fatal Fury \$100
Goal Goal Goal \$250
King of Fighters 94 \$150
King of Fighters 95 \$350
King of the Monsters 2 \$150
Mutation Nation \$50
Ninja Commando \$50
Robo Army \$50
Samurai Shodown \$100
Samurai Shodown 2 \$150
Soccer Brawl \$100
Thrash Rally \$100
Top Hunter \$50
World Heroes \$75
World Heroes 2 \$75

INTERNATIONAL NEWS

VIDEO RATINGS ISSUE HEATS UP

JAMMA, the Japan Amusement Machine Manufacturers Assn., has recently reversed its course of the last three years and agreed to display content ratings in the attract mode of coin-op video games. The JAMMA program should begin later this year. In addition, AMOA and AAMA are mounting a crash campaign to get operators to post ratings stickers on older video games which are already on location. And all video games exhibited at this month's ASI Show will display ratings stickers, says AAMA.

These moves come in the wake of renewed threats by US Senators Joseph Lieberman and Herbert Kohl to impose government-created ratings, unless the industry acts quickly to rate games by itself. The threats came during a Washington DC meeting of federal officials with AMOA and AAMA representatives in early February. The senators also said they could push for a law required arcade operators to segregate violent games into an "adults-only" type section. Present for the meetings were AMOA government relations chairman Jim Stansfield, AMOA lobbyists Wayne Vallis and Elise Atkins, AAMA President Rick Kirby, AAMA Exec Director Bob Fay and AAMA counsel Elliott Portnoy. For the past three years, coin-op industry leaders have publicly promised to rate games. But recently,

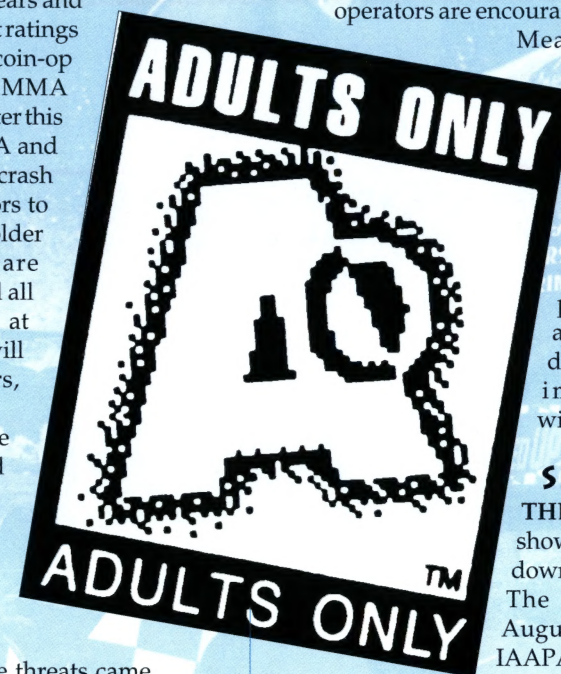
random inspections of arcades by government staff have revealed almost zero compliance in the field. That's about to change - Namco has agreed to post ratings stickers on all games in its arcade chain, the largest in America. Other operators are encouraged to do likewise.

Meanwhile, the senators and/or members of their staff are expected to visit the ASI Show this month. They'll see the coin-op video rating programme "in action" and will discuss further implementation with trade leaders.

SINGAPORE

THE three main parks shows in Singapore are down to just one in 1997. The AIC Show in August, supported by IAAPA and AAMA, now has a free run thanks to

the decision to hold Leisure Asia. Then the combined IAAPA and AAMA Show, Asian Amusement Expo, was to be moved this year from Hong Kong. But after talks between AIC and the US associations, it was agreed to hold a combined show in August. This has obviously had a major impact on Leisure Asia, and the organisers, in a short statement, simply said: "We would like to inform you that we are restructuring the exhibition and conference formats for Leisure Asia and that as such the show will be postponed until March 1998.



INTERNATIONAL NEWS

TAIWAN

THE reintroduction of legal amusements may not be far away in Taiwan, where the Ministry of Economic Affairs (MEA) - now responsible for industry legislation - has completed the draft of Amusement Centre Regulations. A finalised version was put before the vice minister of the department in December, and if approved, the only barrier to continuance is the further approval of the Executive Yuan. The MEA has classified amusement centres into three groups, each with its own set of rules. FECs are obliged to provide "educational/intellectual" machines, and adult recreation centres are defined as those in which the machines incite customers' gambling propensities, sexual desires and/or tendencies towards violence. Because of their unique nature, pachinko machines have been classed apart and pachinko centres are the third group. The three groups of machines cannot be operated in the same amusement centre, the opening hours for all of which are set at 9.00am to 12.00 noon, though local authorities do have some capacity to relax these times at their discretion. Illegal activity in the industry is to be minimized, it is hoped, through a process of strict screening of facility operators.

SOUTH AFRICAN PRODUCTS RECOGNISED

SOUTH Africa is an up and coming market when it comes to FECs with many companies beginning to make inroads into this sector.

Omni already has two softplay units installed with plans for further units in the FEC, CEC and McDonald sites.

Omni's Keith Maynard said: "Even the people who want to operate the facility recognise our products more than anyone else's."



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ON YOUR MARK ...

AN industry friend called recently and said, "Okay, all boosterism aside and completely honestly, how do you think the industry stands right now?" Putting my mouth in motion before my brain was fully in gear, I said: "The industry is running on fumes." He said "Thank you." But I started back-peddalling right away. "Look, it's a crazy time in this business," I said. "For any general statement you can make - good, bad or indifferent - you can instantly come up with five glaring exceptions." My friend laughed and said, "I know."

Part of our job at a trade magazine is (as this called said) "boosterism." During a prolonged slump, we have been knocking ourselves out to focus on good news, highlight encouraging events and trends, and generally to look at the bright side. We will continue that policy, of course. But, we'll do it with all the honesty we can muster. We don't make up good news, we just report it! (the same goes for bad news, of course).

Since we try to be both truthful and objective, a lot of our reporting and editorialising in recent years has sounded as if it came from the sort of economist that President Harry S Truman used to complain about ("they always say 'on the one hand, this ... but on the other hand, that,'" President Truman griped. "I wish I could find a one-handed economist."). That desire for honest balance is why, for years now, you've been reading the following in RePlay: "on the one hand" large distributor chains, certain leading factories and mega-operators

are doing well. But "on the other hand," smaller companies have tried to find a niche and mid-sized firms feel squeezed.

Meantime, I keep seeing stories on "CBS Sixty Minutes" or in the newspaper about industry shakeouts. It doesn't matter whether it's about pharmacies, instant printing/copy shops, or Internet access providers. The stories always tell how the big boys are pushing moms & pops out of business. I sigh and shake my head knowingly.

"The coin-op amusement machine industry is dying," declared one respected fellow who formerly worked in both distribution and manufacturing. I strongly disagree. Some business strategies are dying. Some product categories are sputtering. Inefficient, uncreative or lazy factories, distributors and operators are suffering. But the industry itself is not dying. What's happening is that the old structure is being sloughed off, like a snake shedding its skin. This "moulting process" often looks like death to an outsider. But it's not. What comes out at the end of the day is a stronger, healthier creature.

Pessimistic talk is easy and often sounds wise. I would like to take our trade's knee-jerk pessimists to ATEI, IAAPA or the tavern expo, plant them in the jam-packed aisles, and say: "Okay, NOW tell me how the amusement industry is dying." The hell it is! It's changing and some of the changes are scary and exciting. That's not death. It's life.

Courtesy RePlay

Caring for your CUSTOMERS

BUILDING LONG-TERM RAPPORT

NOT all customers walk in off the street for a one-off purchase. Some organisations produce or supply items and services to other businesses which have an ongoing need for the products and services.

A business providing parts or components is an example here. So is an insurance company. Sales staff in these organisations will want to establish long-term relationships with their customers.

Householders also can become long-term customers. They may favour certain retailers to keep their electrical equipment up-to-date, use the same real estate agent to buy and sell their house, or favour the same service provider for their gardening needs.

So how can you encourage customers to stay with you over the long haul? Here are some ideas:

OFFER PERSONAL SERVICE

IF you supply highly technical equipment, give key customers your home phone number. There's no telling when a customer may get into a technical bind which could be hindering their productivity. Being phoned up on a weekend may be a small price to pay for customer loyalty.

PROVIDE EXPERT ADVICE

KNOWING your industry and knowing your equipment's capability, you can have a pretty good idea what production yield your customers should be getting. Ask them.

If it's not what you think it should be, you could offer to visit the customer's plant to help them find ways to use your equipment more productively.

OFFER TO JOINTLY BENCHMARK WITH YOUR CUSTOMER

AS a supplier, offer to link your process with the business you supply so that you work together like a well-oiled machine. CSR's Bradford Foil has benchmarked their process with their aluminium foil supplier. This has helped forge a strong relationship between them.

DEVELOP A UNIQUE LOCK-IN SCHEME



ONE of the surest ways to hold off your competitors is to think up unique and ingenious ideas which help your customers save time or money. If you blatantly link customers' fortunes to your service, then they will happily lock themselves into a long-term association with you. An example of a lock-in service is

a central heating supplier who offers a low cost servicing contract to annually clean out heating ducts and service delicate equipment.

TAKE PART IN YOUR LOCAL COMMUNITY

BUILD up your profile in the community where your customers live. You want current and prospective customers to be constantly reminded of who you are. Contribute prizes to local raffles. Write letters to local newspapers providing useful tips and information about your area of business. If you have premises which are visited by your customers, set up a bulletin board for customers to network with one another, particularly in relation to your product or service. You could even start the ball rolling by planting a few notices yourself.

These suggestions are all about going the extra mile. Follow these and your long-term customers will see you as a trustworthy and valuable contract.

MAXIMUM FORCE!

TRIGGER-happy video game fans who love shooting games with lots of targets, secret rooms, gorgeous graphics and fast-paced action will love Atari's latest. Maximum Force, a dedicated game for one or two players simultaneously, has all of those elements in spades. The game bows in a deluxe "Showcase" type cabinet with 39" monitor at this month's ASI Show in Las Vegas. A standard 25" monitor version will follow in April, said the factory.

Engineers have squeezed the most out of the computer's memory by using enhanced colour bit-depth and improved graphic compression. Action is even faster than their prior shooting hit, Area 51, with even more

an incredible 30 hidden stages that can only be reached by shooting a secret combination of elements across the various scenes. "In total, Maximum Force features over 30 minutes of rich gameplay that appeals to players of all ages and abilities," say execs.

Marketing VP

Mary Fujihara stated that the game has "consistently been the number one upright piece in all test locations." These test results indicate the game should be "a fantastic new product" for street and arcade locations, she added. "Not only does Maximum Force offer a classic look and style of play that will set standards for years to come, but it offers unmatched performance for the price.

Operators who purchased Area 51 when it first came out realised a return many times their original investment in the first year. We see similar, if not greater, performance for Maximum Force. Best of all, Maximum Force doesn't cannibalise Area 51's earnings. Maximum Force is a very different game which will augment an operator's bottom line."



shootable objects in each scene.

And secret rooms ... which took Area 51 into stratospheric heights of popularity ... are all over the place in this one. Atari has created

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HATS

GTI CLUB - KONAMI



OH my. I really am speechless! Out of all the recent driving game titles that have been released, including both the big Sega efforts, this has to be the cream of the crop. Where have Konami been hiding this little gem? You'd expect a game of this quality to come from one of the big two, Sega or Namco, but Konami have pulled the ace from its game-manufacturing sleeve and must have put a dent in the sales of new games from all other companies. It may sound like I'm really gushing over it, and maybe I am, but GTI Club has to be one of the few games that I really have enjoyed playing and gone back to many times just lately. Where do I start? The game takes place on the streets of the Cote D'Azur, and I'm really showing my ignorance here, which looks like a Monte Carlo type Mediterranean resort.

The player chooses from an array of surprisingly normal cars; Mini, Golf, Renault 5 and races round the streets and mountain courses against the rest of the field. The scenery and courses are all superbly detailed, with the whole town lending itself to be explored, especially in the fantastic tag mode, where two cars chase each other around trying to pass a bomb to the opponent by crashing into him, then, in true Sir Robin style, bravely running away. The winner in tag mode is decided by which car is carrying the bomb when the time limit expires.

The normal race modes enables the driver to take various short cuts through cobbled streets and the like, making the race that bit more interesting. Crashing through the streetside cafes and sending chairs and tables flying is also very satisfying.

Perhaps the most innovative aspect of the whole game is the inclusion of a hand brake, which allows the player to negotiate the trickiest of hairpins easily.

Well, I think I've broken the world record for the length of a game review in singing this game's praises so I'll end it by saying that this game is what results in the use of a little bit of imagination on the part of the designers. Splendid stuff.

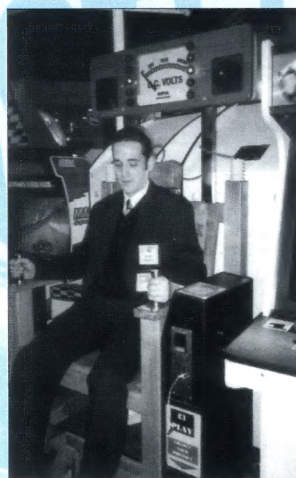
DEAD OR ALIVE - TECMO

WITH Sega's Model 2 hardware becoming readily available to other manufacturers it was inevitable really that a Virtua Fighter 2 clone would pop up along the production line, and that is, essentially what Dead or Alive is. One would hope that with such technology at its disposal a company could come up with something a touch more original than merely reworking a previously very successful game.

This is not to deny the fact the DOA is a decent game, it is however just a couple of years too late. The game possesses smooth graphics and gameplay, nice violent moves and a mystifying explosion throwing the character high in the air when he hits the floor near the edge of the ring.



THE SHOCKER - NOVA



THOUGH some unbelievers doubted that it actually was UK boxing champ Prince Naseem - Naz to his fans - in the flesh, there was no doubting the validity of the man in the Shocker electric chair on the Chatterbox stand at ATEI in London.

For it was nothing but an ice cool, unflinching performance befitting the WBO featherweight's finest, who maintained his unbeaten record by reaching the 2,000 volts necessary to "survive" the chair.

Much less could be said of his surly-looking aide de camp though, who only reached a measly 1,800 volts and withdrew from the challenge.

TECHNICAL UPDATE

SCARED STIFF

SUBJECT - MECHANISM PROBLEMS

It has come to the attention of Williams that some customers are experiencing problems with a few of the mechanisms on Scared Stiff, most are solved as follows.

COFFIN ASSEMBLY

1. The door opening shaft assembly, (p/n 04-10419) was changed to p/n 04-10419.1 to correct loosening of the door opening pin. Games manufactured after (approximately) 20 October 1996 have this new part, which is a direct replacement so no modification is necessary to update earlier games.
2. Some games experience trouble clearing balls from the coffin, adjust as follows:
 - a. Be sure you are using game ROM 1.3 or later, this software rev. has enhanced ball search and coffin trough logic that will solve most eject misfires.
 - b. Check to see that the body plate (p/n 04-10420) pivots freely.
 - c. If the game clears multiple balls but has trouble with the last ball, the eject plunger and coil need to be aligned with the tube leading upwards into the coffin, most often this is solved by adding a thin washer between the top coil mounting bracket (p/n 01-9794) and the popper assembly weldment (p/n 04-10349), alternately the washer can be added to the lower coil mounting bracket to move the plunger the other direction if necessary.

TRAY DOOR ASSEMBLY

- It may be noticed that the right popper assembly (p/n A20716) has trouble shooting balls up through the trap door and into the bony beast ramp, this happens during multi-ball when 2 or more balls enter the popper.
- a. The trap door is designed so the blue steel flap that is riveted to the ramp acts as a spring to slow the ball as it raises the pivoting trap door flap (p/n 04-10457.1), you can slightly bend the mounting bracket (p/n 01-14385.1) forward or backwards to adjust the tension.
 - b. It may also be necessary to align the popper (p/n A20716) as follows; raise the playfield slightly and bend the popper downward, this helps to use the inside wall to guide the ball upwards.
 - c. Make sure all ramp and bracket mounting screws are secure.
- After the above adjustment the popper will clear 4 balls consistently.

JUNKYARD

SUBJECT - WRECKING BALL WIRE CABLE REPLACEMENT

The wrecking ball on the sample Junkyard pinball machines was attached to a wire cable. Williams have found that they break prematurely. The cable will be replaced by a chain in production.

TALES OF ARABIAN NIGHTS & SCARED STIFF

Williams have received some reports of possible sharp edges on the side rails on Tales of the Arabian Nights and Scared Stiff.

Please advise your customers of this and please have them check for sharp edges. If anyone reports a sharp edge, they can either file the sharp edge or an advance replacement can be ordered. In either case the side rail will have to be removed.

In the mean time, Williams Quality Department is verifying that the burr edge is turned in and they are checking for smooth (non-sharp) edges.

ACCOUNTANTS CORNER

THE Financial Year is nearly over and you should be preparing your accounting records for your accountant.

There are certain rules associated with completion of financial accounts and the way you deal with your accountant that, if followed, will allow you to receive the maximum return on your investment of time and dollars. If broken, you may pay the penalties of increased costs, delays, and increased levels of frustration. So what are these rules?

BASIC RULES

- Client information sheet. If your accountant has supplied you with a client information sheet then complete it in full. If people only realised how important this was, they would take a bit more care in completing it. I believe the reason it is not completed properly is a lack of understanding of what is required. Client education in this area is critical.
- Supply all source documents. This includes cheque books, deposit books, bank statements, credit card statements, invoice books, legal statements, hire purchase agreements, new loan agreements ... the list goes on. It is a costly exercise if missing information has to be obtained from banks and the like. The three main source documents are cheque books, deposit books, and invoice books.
- Cheque books. Ensure that all cheque butts are detailed with who the payment is for and if the payment is of a personal nature, please highlight this fact. It is a good idea to number cheque books consecutively to easily identify if a book is missing.
- Deposit books. As with cheque butts ensure all deposit butts are detailed and clearly distinguish between business and personal transactions. Why pay tax on money that has nothing to do with your business activity?
- Invoice books. Ensure invoices are prepared for all work done, whether on cash or credit terms. The golden rule, is keep your business money and personal money separate. Having a separate account for your business is a wise practice.
- Prepare a cashbook. Whether manually or computer generated, this is of great assistance to your accountant. If not prepared properly, it can also be their worst nightmare. Such basic things as completing a bank reconciliation and the adding of columns are often overlooked or

simply not done.

If the cashbook does not reconcile to bank statements then more often than not your accountant will need to start processing from scratch. This costs you additional and unnecessary fees. If you cannot get your cashbook to reconcile please give your accountant a call as soon as the problem arises. If you leave it, the problem compounds.

WISE USE OF YOUR ACCOUNTANT

- Always make an appointment in advance.
- Prepare yourself for your appointment by taking all relevant material.
- List the things you want to discuss so you do not forget something important.
- Ask about things you do not understand.
- Consult your accountant before making a business or financial decision.
- Do not withhold pertinent facts.
- Keep your accountant informed, preferably in writing, of all new developments.

HANDY HINTS

- Ask your accountant if they belong to the Banklink system. This is brilliant for speeding up the inputting of data into your accountants computer. Banklink allows all your transactions to be captured electronically on to a computer disk. Our own firm has operated this for many years and it is just great.
- Write transaction details directly on to bank statements or code bank statements as per your accountant's coding system.
- Record all payments made in cash so that you don't lose the tax deduction.
- If you wish to buy in-house accounting programs

for your own use, check with your accountant first to ensure the one you buy will do the job you want it to, and to ensure it is compatible with your accountant's systems.

The above list is certainly not meant to be exhaustive. It is meant to highlight simple areas where time can be saved in dealing with your accountant.

Remember "time is money".

The less time your accountant spends in preparing your financial statements the greater the opportunity they have for assisting you to improve and grow your business.



CASH IN ON THE LATEST OVERSEAS CRAZE

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WHAT'S HOT!

NEO•PRINT has caused a huge uproar for SNK. How can you deny this unique photobooth ... the choices are incredible!!!

OPPORTUNITIES
INCLUDE

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- PHARMACY'S
- AIRPORTS
- YOUR CENTRES



COLOUR!



BLACK & WHITE!

Photos Shown at 200% of Actual Size ...

Players get **3** tries to get just the right
12 sets of **4** frames ...

Or no frame at all ...

Giving over 40

ALPINE RACER 2

KITS NOW AVAILABLE

ALPINE RACER 2 IS A TOTALLY NEW EXPERIENCE

- Players choose from 3 characters
- The finest of 3D graphics available
- New courses that are just breathtaking
- The view change feature adds depth to the game play
- Linkable up to 3 games for fierce competition

Alpine Racer 2 Kit Includes:

- Cabinet Graphics
- Electronic circuit board including link board
- Link cables & harnesses
- New Software
- Conversion Instructions

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namco
The Game Creator



INCOME REPORT

Alpine Racer 2 in US
Test location are
producing \$2,600
per week on
linkable format

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Specifications:
4-Player Installed
90" H x 186.5" W x 98.5" D
Power Consumption:
1200W - 20 Amps

Ignite your profits with **TOKYO WARS**, the most intense, body jolting combat game ever created!
Namco's Super System 22 fuels this powerful game. One to four players compete in a 3-D world utilizing state-of-the-art controls. The recoil of the tank platform and fierce game play combine making **TOKYO WARS** a blast to play!

Each four-player game purchased includes a tournament kit complete with T-shirts and posters to enhance this unique attraction.

A standard twin version will be available soon!

IT'S NOT JUST A GAME, IT'S A VAULT!

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BLACK
& WHITE
PICTURES**

... And if you think the amount of photo options are huge, think about the many applications that our mini stickers can create:

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- On Books
- Thank you cards
- In Locketts
- On Binders
- Business Cards
- Wine Bottle Labels
- Birth Announcements
- Holiday Greetings
- Special Memories

the list goes on and on ... So watch for more updated information about the **NEO PRINT**.

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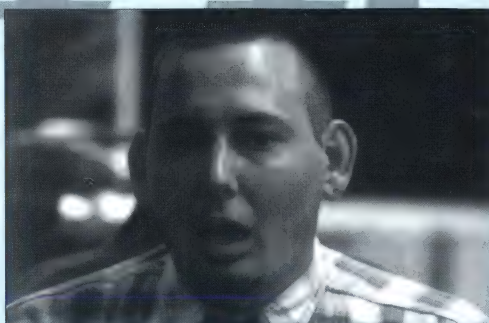
MEET THE SPORTS



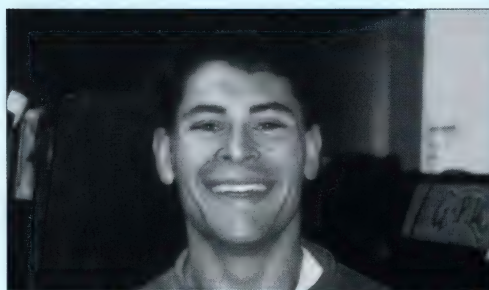
NAME: John Aston
POSITION: Production Manager
INTERESTS & HOBBIES:
 Great Outdoors.
STATEMENT: No statement today.



NAME: Warrenoscas Dunovich
POSITION: Fieldsman,
 backward of square leg.
DUTIES: Not applicable.
INTERESTS & HOBBIES: Warfare,
 Automatic Assault Weapons, constantly
 wearing camouflage, subjugation of minority
 groups, getting my photo taken for silly little
 magazines (Cleo, Cosmopolitan, Lifestyle
 Magazine, TimeOut etc ...). Arson a specialty!!!
STATEMENT: I'm not very clever but I can
 lift heavy things.



NAME: Daniel Webster
POSITION: 12th Man.
DUTIES: Loader in a Mark IV PZKFPW,
 I also make the toast.
INTERESTS & HOBBIES: War. Big Un's.
STATEMENT: If you are standing upright,
 do not worry if your shadow is bent.



NAME: Jeremy Easthope
POSITION: Video Games Manufacturer
DUTIES: Assembly of video games, repairs &
 installation
INTERESTS & HOBBIES: Mechanical
 restoration, cars, motorcycles, mind games,
 creation of thoughts & ideas
STATEMENT: To build your dreams into the
 pyramids of your future, for success &
 happiness is no more than what you make of
 it. The moment you say it can't be done you'll
 be overtaken by someone doing it.

UNITED STATES

DEDICATED	POINTS
1. Sega Daytona USA	1660
2. Midway Cruisin' USA	1519
3. Sega Gun Blade NY	201
4. Namco Time Crisis	502
5. Sega Virtual On	110
6. Namco Alpine Racer	708
7. Namco Cyber Cycles	654
8. Atari COPS	539
9. Konami Winding Heat	44
10. Sega Virtua Cop 2	584

CONVERSION

1. Merit Megatouch	436
2. Atari Area 51	722
3. Incred Tech Golden Tee 3D Golf	653
4. Capcom X-Men vs SF	90
5. Namco Tekken 2	793
6. Merit Megatouch Tournament	93
7. Sega Die Hard Arcade	146
8. Namco Point Blank	410
9. Taito Bust-a-Move	393
10. Midway Open Ice	173

PINBALLS

1. Bally Scared Stiff	94
2. Sega Independence Day	84
3. Williams Safecracker	117
4. Bally Attack from Mars	466
5. Bally Addams Family	3015



NEW ZEALAND

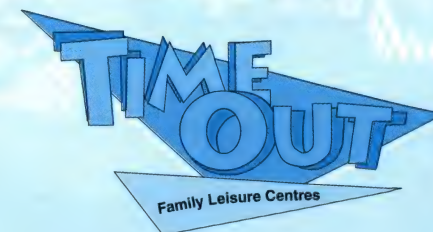
DEDICATED	POINTS
1. Namco Tokyo Wars	
2. Atari San Francisco Rush	
3. Sega Daytona	
4. Williams Cruisin' World	
5. Sega Sega Rally	
6. Konami Henry Explorers	
7. Sega Virtua Cop 2	
8. Namco Alpine Racer 2	
9. Namco Prop Cycle	
10. Sega Manx TT	

CONVERSION

1. Capcom Streetfighter III	
2. Sega Virtua Striker	
3. Capcom X-Men vs SF	
4. Fabtek Raiden Fighters	
5. Namco Tekken 2	
6. SNK Samurai Shodown	
7. Capcom Streetfighter Alpha	
8. Midway NBA Maximum Hangtime	
9. Sega Die Hard Arcade	
10. Taito Raystorm	

PINBALLS

1. Williams NBA Fastbreak	
2. Williams Junkyard	
3. Bally Scared Stiff	
4. Williams Arabian Nights	
5. Williams Congo	



CHAPE STAFF

AUSTRALIA

DEDICATED GAMES

1. Konami GTI Club
2. Namco Alpine Racer 2
3. Atari San Francisco Rush
4. Midway Cruisin' World
5. Konami Winding Heat
6. Gaelco Speed Up
7. Konami Crypt Killer
8. Taito Side by Side
9. Sega Virtua Cop 2
10. Namco Time Crisis

CONVERSION GAMES

1. Namco Point Blank
2. Sega Virtua Fighter 3
3. Tecmo Dead or Alive
4. SNK Real Bout Fatal Fury Special
5. Capcom X-Men vs SF
6. Konami Vs Net Soccer
7. Taito Puzzle Bobble 3
8. Sega Virtua Striker
9. Midway Maximum Hang Time
10. Fabtek Raiden Fighters

PINBALLS

1. Bally Scared Stiff
2. Williams Junk Yard
3. Williams Arabian Nights
4. Bally Attack from Mars
5. Williams Johnny Mnemonic
6. Bally Theatre of Magic
7. Bally No Fear
8. Bally Safe Cracker
9. Williams Congo
10. Bally Who Dunit

REDEMPTION

1. Fun House Ticket Tac Toe
2. Jaleco Spider Stompin'
3. LAI Tickee Tickats
4. LAI Stadium Basketball
5. ICE Cyclone

JAPAN

DEDICATED

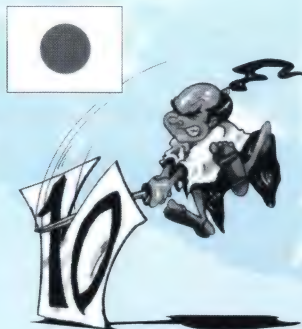
1. Namco Tokyo Wars
2. Sega Virtua Fighter 3
3. Konami GTI Club
4. Sega Ski Super G
5. Sega Magical Cyber Power
6. Namco Alpine Racer 2
7. Sega Touring Car
8. Namco Alpine Surfer
9. Sega Virtua On
10. Sega Virtua Cop 2

CONVERSION

1. Tecmo Gallop Racer
2. Capcom Street Fighter EX
3. Taito Magical Date
4. Namco Quiz My Angel
5. Sega Puyo Puyo 3
6. Capcom X-Men vs SF
7. Konami Vs Net Soccer
8. Seibu Raiden Fighters
9. Capcom Red Earth
10. Tecmo Dead or Alive

PINBALLS

1. Williams Arabian Nights
2. Data East Jurassic Park
3. Williams Congo
4. Capcom Pinball Magic
5. Sega Batman Forever



NAME: Paul Contell

POSITION: Transport Officer

DUTIES: The construction of high tech video games equipment and preparing them for their journeys around the country.

INTERESTS & HOBBIES: I have a love for the outdoors and spend my spare time climbing the mountains and running rivers of the South Island. Rock climbing instructing and multi sport takes up the rest of my time.

STATEMENT: "Life is short, play hard."

Blessed is he who expects nothing for he shall never be disappointed.



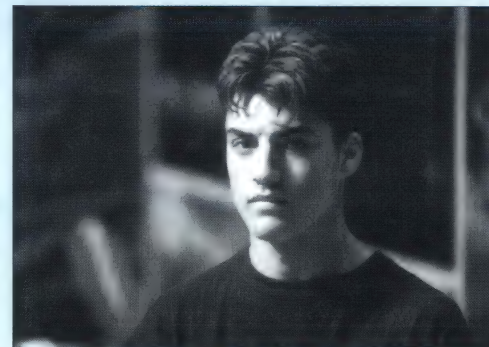
NAME: Sean Adams

POSITION: Panel master.

DUTIES: The manufacture of high tech electronic video control panels.

INTERESTS & HOBBIES: Reading technical manuals on video panel making. Currently on a Polytech course on panel making.

STATEMENT: Before I worked at Coin Cascade my life had no real direction, but since I started here I now have a goal. I want to own my own panel manufacturing company.



NAME: Vaughan Saunders

POSITION: Supervisor/Manager TimeOut University.

DUTIES: Supervising, maintaining, emptying the machines at TimeOut Uni. Also providing change for the patrons and doing TimeOut Uni's banking. Also any job John can find for me when I am at the workshop.

INTERESTS & HOBBIES: Cars and sci-fi/fantasy books (400+ at last count).

STATEMENT: I've been with the company since before TimeOut Uni was called TimeOut (7 years +) although I have only been at the workshop part time a year or so. I have managed to see a large number of changes including the opening of 5 TimeOut's and factory relocation. Still learning things about the games virtually every week. At the workshop it's never dull.

Hope it stays that way. See ya.



P&P'S POLICE TRAINER

POLICE Trainer is a modestly priced video kit developed by Eddie Pellegrini and marketed thru his partner Jerry Marcus's Atlas Distributing and their appointed regional dealers. It's getting good unit sales and collection numbers; looks destined for hitsville. Jerry called to say they're back-ordered and working hard to ship product (he's working from home, following recent surgery). "Just proves it you come up with a decent game at a good price, you'll score," said the veteran dealer. The game will be at ASI in the ICE booth; Atlas has appointed ICE to rep the piece in Europe and some other offshore markets. Eddie Pellgrini, by the way, not only has an eye for video development (remember Capcom Bowling?), he's also sold several hundred of his CD price-jukeboxes to Midwest ops. Ask him about it at ASI.

TOUCHMASTER UPGRADE

MIDWAY Games announces a major software upgrade to Touchmaster, a state-of-the-art touch screen video game. Pyramid 13s, Five Star Generals, and 3 Peak Perfection have been added to Touchmaster's lineup of games.

Pyramid 13s and 3 Peak Perfection are both card games. In the first, players race against the clock to climb the pyramid of cards by choosing card combinations that add up to 13. 3 Peak Perfection challenges players to climb three peaks of cards by selecting cards sequentially higher or lower than the card dealt.

In addition to the software upgrades, Midway will also be providing tournament and network options for Touchmaster to allow operators new opportunities. First on the list is a new NANI-compatible version of the game that is being tested.

The company will also be introducing a

tournament package that will allow operators to run tournaments on non-networked games. The package will include comprehensive bookkeeping and support materials, prize verification and rules and adjustments.

ULTIMATE II - WORLD CHAMPIONSHIP FOOTBALL

EIGHTY of the top soccer playing countries from around the world assemble to see who can bring home the ultimate glory of winning the World Cup with SNK's Neo Geo release Ultimate II - World Championship Football.

The game is enhanced with bigger character sprites, tighter controls, and the new patented Excite Gauge. Soccer fans will cheer a number of the game's features including the 80-player team roster and four selective strategies available (balanced, offensive, defensive, and technical). These allow players to customise a team.

Working in tandem with the Excite Gauge, these strategies also produce super plays and passing combinations that will outdo any opponent. Adding realism to the game is a 3D field feature that shifts the perspective when the ball is advanced into an opponent's side.

MAGICAL DROP III

ONE company that has drastically reduced its market prominence in recent years has been Data East however they are still in there developing games some of which they licensed through SNK's Neo Geo system. "Magical Drop III", a one on one fighting puzzle action game which uses a clown to absorb and throw out drops of colour. A strategy fun game similar to the Tetris style of game so popular many years ago.

It was the development of the Data East Stamp Machine released at last year's JAMMA which no doubt has been responsible for keeping Data East profitable, due to their licensing arrangements with Sega.



GONE FISHING

RECENTLY two Spacetec Coin staff members managed to squeeze some time off out of Mike, after completing the busy TimeOut Extreme schedule, to join John Bain of Take Time, to challenge the cyclonic weather of the East Cape. Ken of Operations and Cainen (Technician) signed up for the National Sports Fishing Championships with aspirations of catching marlin in the deep blue waters of Lottin point.

After 6.5 hours of driving to Gisborne we left for Hicks Bay with a stop at the spectacular once a year Ruatoria Horse Show which was entertaining (watch out for killer horses Cainen!!). Then it was off for 2 hours of drivers hell, into the whop whop's of New Zealand.

The fishing started off the same way the 2nd test against the English cricket team did (not very good). Although the crayfish were huge and Ken enjoyed these immensely.

The second and third days fishing was pretty good and the weather was extremely hot. At night there was not a lot to do except eat and drink (a lot of alcohol John!), we also got to drink up at the one and only Lottin Point Motel, this had an awesome atmosphere with the biggest boar head I have ever seen. Well all in all it was an awesome fishing trip thanks to the comical, one and only John Bain. Hope to read your contribution in the May issue of the TimeOut Mag.

THE GREAT FISHING ADVENTURE CONTINUES ...

FEBRUARY 13th, the two Wellingtonians Ken and Cainen decided to venture north to the wild East Coast to fish the 1997 Game Fishing Nationals on Taking Time my 24ft White Point Boat.

We decided to fish this year at Lottin Point, one of the most isolated and beautiful areas in New Zealand, situated at the top of the East Coast.

The site is owned by some members of the Tatapouri Fishing Club and boasts hot and cold showers and toilet facilities plus a concrete boat ramp. Most people stay in tents or on their boats.

Don't worry Mike, there are some nice motels up the road if you want to come next year!

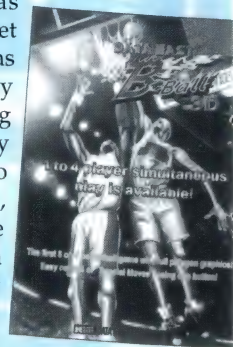
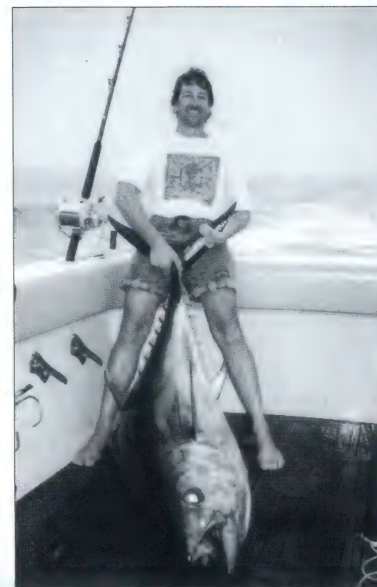
The fishing was hard with only one marlin being tagged over four days and unfortunately not on our boat.

However we did manage to live of pausas caught 50m from out campsite and crayfish so big that a tail was more than adequate.

Highlights of our trip were:

- Cainen trolling a lure for two hours with no hooks on it.
- Jon throwing out his lure and forgetting it wasn't attached to the line.
- Seeing huge schools of dolphins.
- Travelling 35 miles out to Ranfurly Banks.
- Travelling by boat to get an ice-cream.
- Using someone else's freezer to keep our beer cold.
- Not talking about work.
- Ken being out of cellular range and not getting sunburnt.
- Cainen catching his first, second, third etc fish ...
- Having a huge Mako circling the boat!
- Ken staying sober one night out of four.
- Cainen saying he didn't miss his girlfriend.
- The tent falling down and everyone and everything getting soaked!
- And most of all everyone getting on well and enjoying the trip.

Great to see you guys, hope to catch up with you again soon and thanks for the work on the machines.





games, with upright lights on every pillar assures a better screen picture, not too bright and no glare. The yellow, green and red neon lighting coincide with the two concave aluminium centre suspended ceilings with red neon (gives the welcome in effect...) stretches the length of the shop which coincides and does ultimate justice to the overall usually stunning shop premises. To top it all off our large octagon shaped counter with four short pillars that act as dividers with studs is impressive, but even more so with our 12 screened video wall behind the counter which we proudly boast all Sky viewing, Sky Sports, for important games is definitely a draw and when times are too busy and eager players await counter service, a compact and neat change machine is there for the alternative which makes things easier for both parties. At night you can see the full impact as TimeOut Xtreme neonically stands out from other shop premises along Manners Street Wellington. So come along and check out the new Xtremities!

THE waterfront Retail and Events Centre opened on Queens Wharf about a year ago with an arcade in it of course. The arcade was Yifans Entertainment Centre, it opened just after the complex did. Due to the seasonal shopping and the position of the Retail Complex a lot of retail stores have found it hard to survive in the tough times of the year. Unfortunately Yifan came under the same principal and had to relocate his equipment in his other arcades. This arcade was a very upmarket one with a nice fitout and counter. We hope this has not affected Yifans too much and hope they will be able to hang in there and help the industry go forward as well all want to go forward.

CHRISTCHURCH

COIN Cascade recently donated a Judge Dredd pinball for a charity auction, in support of the Royal Foundation for the Blind.

Other supporters included Montana Wines, Millbrook Resort, DB Brewries, Malaysian Airlines and Tranz Rail Ltd.

The Judge Dredd Pinball raised \$5000 for the Royal Foundation for the Blind, making it the highest selling item at the auction.

SUMMERTIMES

THE ratepayer funded, Council organised series of concerts and events known as the Summertime Festival proved as popular as ever throughout the summer months in Christchurch. The feature act for years was Aussie band, Hunters and Collectors.

The final event on March 8th known as Classical Sparks attracted an estimated 80,000 people.

NEW PENALTIES LEAVE LITTLE ROOM FOR ERROR

THERE are five new classes of "shortfall penalties"... Being the difference between the tax due and the tax payable. The penalties are...

Reasonable care ... Would the ordinary person have foreseen that a tax shortfall could arise if reasonable care were not taken?

Failure to exercise care when taking a tax position will result in a penalty of 20% of the tax shortfall.

Unacceptable interpretation ... This will not occur where a taxpayer's interpretation of a tax law is as likely to be correct as not.

Where an unacceptable interpretation has been taken, a penalty of 20% of the tax shortfall will apply.

Gross carelessness ... When a taxpayer's conduct suggests a high level of disregard for the consequences, it is deemed grossly careless. A penalty of 40% of the tax shortfall will apply.

Abusive tax position ... This occurs when a taxpayer has taken an unacceptable interpretation of the tax laws with the intent of avoiding tax. Penalty: 100% of the tax shortfall.

Evasion or similar act ... If you knowingly evade an assessment or payment of tax, or intentionally abuse the tax laws ...

You'll be up for a fine 150% of the tax shortfall. Message ...

Take extra care when calculating and paying your taxes, be they GST, provisional, PAYE, fringe benefit or any other.

DUNEDIN

WE were shocked to hear that well known NZ operator and distributor Merv Wilson from Video Tech in Dunedin recently suffered a mild stroke. While his full recovery is assured our best wishes go to Anne and Kelly.

AMUSEMENT SHOWCASE INTERNATIONAL

THIS year the 1997 Amusement Showcase International Show (previously the ACME show) was held at the very popular Las Vegas Sands convention centre.

Attending from NZ were Roger and Alice Newman, Phil Ward and Gay and Gary Walker.

The show is smaller than last year with most of the stands more compact. It is the first time I have ever managed to walk around a complete show inside one day and it was disappointing to see that very few new products were on display.

I will review only those products not discussed in detail in last month's show review.

As usual there was a full range of spare parts, redemption stock, bill and coin changers and computer programs as well as a comprehensive display of support products aimed mostly at the domestic market.

Atari's stand was very busy with initial test reports from their new 2 player gun game "Maximum Force" indicating this unit would be better than "Area 51". "Maximum Force" offers

players three missions with up to 30 minutes of play. Thirty secret rooms and hidden scoring features ensure players will be back for more with this unit.

"Golden Tee 97"; an update of an American golf game that has earned very consistent money during 1996 was a feature of the Incredible Technologies stand. This game has been networked and linked in the USA with weekly interstate competitions being held. Operators were very positive about new courses available.

Microsoft demonstrated a number of games already available on windows software. They are pushing very hard for a windows based standard hardware system that will allow operators to upgrade any game at a very low cost.

Microsoft have put a lot of effort into this system and seem to be prepared to ensure its success but as usual with any good idea it will need some good games to make it work.

Namco's stand featured their new "Tekken 3" pcb game. This game has been site testing in the USA with some very impressive earnings. Namco are very confident that this new Systems 12 game complete with new characters, added moves and the popular time release feature will

continue the huge success of this trilogy.

An "electric chair" complete with two "electrode" handles and a power meter as well as a smoke generator got a lot of attention. This



AMUSEMENT SHOWCASE INTERNATIONAL



game produced by NOVA is a real attention grabber and a lot of fun although not really a street site game.

Photo machines followed the trend seen in Japan with SNK showing their very popular "Neo Print", Namco had their own version

as well as a novel piece where players could select different hair styles for their pictures. A local company Photo Vend also had their "Sticker Club" machine on display.

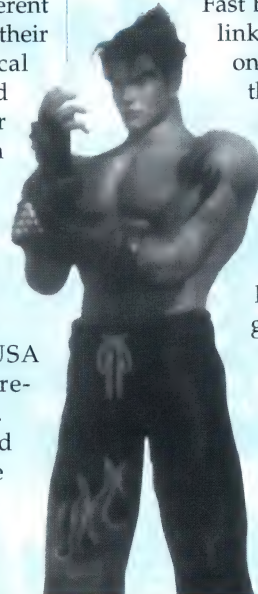
Sega's new addition was their new pinball "Star Wars" timed to be released in the USA market with the re-release of the movie.

The Williams stand produced the only new video game at the show with "Rampage World Tour" seen for the first time. This three player game is a comical romp through the USA by a

number of "king kong" characters. Williams have assessed that this "middle" market game fills a niche in the family entertainment segment that has not been addressed for some time. It is aimed at the 7-18 year old market and will be a lower priced "simpsons" type earner.

The new Williams pinball "NBA Fast Break" is now the worlds first linkable pinball. Unfortunately only two units can be linked so that all operators who enjoy 8-links will not be able to indulge in this case.

However this game that scores on the basis of "baskets scored" rather than in the 100,000,000's we are used to has been earning some very good income in NZ for the last 8 weeks and could well be the best pinball seen for the last two years. The link feature will allow two players to actually compete head to head and can only add to the popularity of the game. (The unit of course



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AUCKLAND

THE Harrahs Sky Tower is now 300.40 metres (985 feet) above ground level as the erection of the mast continues.

CONGRATULATIONS are extended to Bryce and Susan Quedley on the birth of their second daughter born Monday 3rd March.

JOYWORLD has, at the time of writing, just re-opened to the public. Given the well publicised delays in the Britomart development, well known operator Alf Pivac has re-opened the popular arcade at the corner of Customs and Commerce Streets (opposite Stages TimeOut). Auckland operators Suresh Patel, Mike Ball, Les Cole and Gary Johnson have supplied a range of amusements designed to appeal to a range of tastes and ages.

IT was "camping" room only on Saturday night 22nd February as the 7th annual hero parade got underway in Ponsonby Road Auckland. The crowd of onlookers, estimated at 150,000, were there to see floats and displays by gay and trans-gender groups from Auckland and the rest of the country. The show as usual was first rate, with many hours of hard work going into the design and manufacture of the many costumes and floats on display to the "gay friendly" crowd.

The only reported incident was the collapse of an awning which resulted in the injury of 2 people silly enough to stand under the awning with 65 drunken revelers standing on top!! In addition, a policeman suffered concussion and a fractured wrist after falling through an awning while trying to get people off!!

WHANGAREI

SAD news to hear that Tom Whittaker's Space City has closed and will be levelled to make way for a new carpark. But on a brighter note, brilliant news to hear Tom Whittaker has opened a new centre round the road, called Klose Encounters.

THIS time a bit of success for Marteen Boogert (Auckland Coin). While fishing around the 3 King Islands on a 5 day trip he was lucky enough to catch a 107kg Big Eyed Tuna valued at \$35,000 on the

Japanese Sushimi markets.

This catch made it the largest Tuna caught on a lure in Australasia, beating the previous record (104kg) by 3kgs, and also had the team eating the best Sushimi Salad and Tuna Steaks ever.

The success on this trip didn't end there, the crew managed to get 7 striped Marlin making a bloody good 5 day haul.

WELLINGTON

XTREMELY pleased to submit to this months edition for 1997. The long awaited renovational revamp has hit Wellington. As each day unfolds and the wind gets more bold let's respectfully say goodbye to the days of old. Yes! Mike du Ruyter and the crew of Spacetec Coin proudly present Wellington's elite and one and only TimeOut Xtreme.

Xtreme mania has hit the windy city as the once before TimeOut Manners Street has doubled in width and size and is referred neonically as TimeOut Xtreme, still situated in one of the hottest and prime locations here in the heart of the capital. Jam packed with 43 of the latest and best earning arcade and dedicateds the industry has to offer, with the likes of Prop Cycle, 4 unit 33" Cruisin' Worlds, 2 twin Tokyo Wars, Side By Side, PK World Soccer and the twin link Alpine Racer 2 50", which all offer adequate simulation, has had patrons flabbergasted as expressions of excitement are expressed before, during and after games are played. Along with our stunning array of arcades 38" cabinets housing 7 of the best with the new Dead or Alive, Die Hard Arcade and War Gods keeping the fighting punters at bay and ever interested, while Decathlete caters for an interactive approach for players and observers. Stunning too are Neo Geo 2 slot (Ultimate II and Samurai Shodown IV), Ray Storm and Tekken 2, these 38" are large and spacious with adequate panel playing area. Ace Driver, Manx TT, Air Combat 22, Daytonas and Star Wars (the fad is back).

With the demand for better interactive games (which we have to offer) so too for an exiting shop premises this we have to offer as well. Open 24 hours Thursday, Friday and Saturday this shop offers fun, warmth and serenity to every welcome customer. Decked out from wall to wall is a thematical scene with the colours grey, baysh red and yellow railing that indeed compliment the colours of our stunning

IS DAYTONA USA

THE GREATEST??



DAYTONA is being touted "the greatest revenue earner ever" and whilst nobody would argue that it is in fact one of the largest revenue earners in recent times, whether it earns the No. 1 spot worldwide is debatable.

In terms of revenue, Daytona certainly has not generated the same levels of revenue worldwide as the big hits of the 1980s including Space Invaders, Pacman, Asteroids and Defender. These games were manufactured in huge numbers and the earnings worldwide were enormous. Pacman for example sold more than 300,000 machines internationally which is probably more than 10 times greater than any amount of Daytonas sold.

If Daytona is to be classified as "the greatest ever revenue earner" is driving games, a closer examination of the market would be necessary.

Because all these games are owned by thousands of different operators internationally, it is impossible to determine exactly what the earnings of a particular game worldwide would have been. One can only speculate based on the number of machines of a particular game that may have been sold.

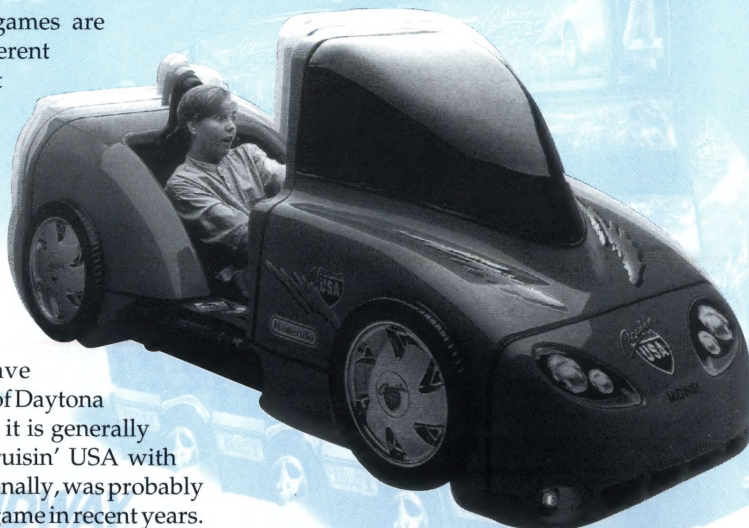
Although Sega have never released the number of Daytona machines sold worldwide, it is generally believed that Midways Cruisin' USA with some 28,000 sales internationally, was probably the biggest selling driving game in recent years.

Going back a few years, games like Namco Pole Position and the Final Lap series as well as Sega Outrun were also very big sellers in their day.

As far as the Australasian market is concerned, Daytona was probably the biggest selling driving game in recent years and Cruisin' USA, its major rival at the time, did not receive the same level of exposure, particularly in the Asian market. However, on a worldwide basis, Cruisin' USA was probably the biggest seller. In Australasia Daytona was certainly the bigger earner of the 2 although in terms of return of investment, Cruisin', because of the lower capital cost, provided a better ROI.

It is certainly arguable from some perspective that Daytona was "the greatest revenue earner" in recent years but on an all time basis, we doubt whether the industry experts would agree.

Courtesy Leisure Line



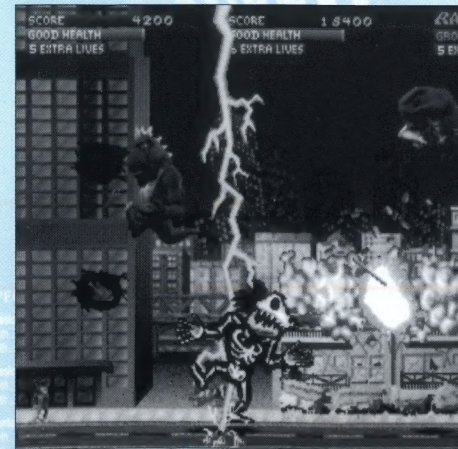
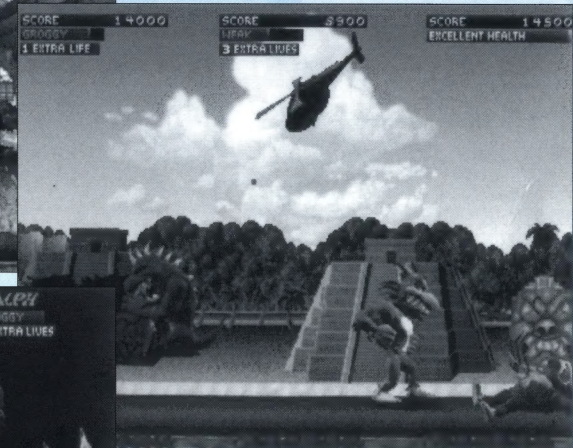
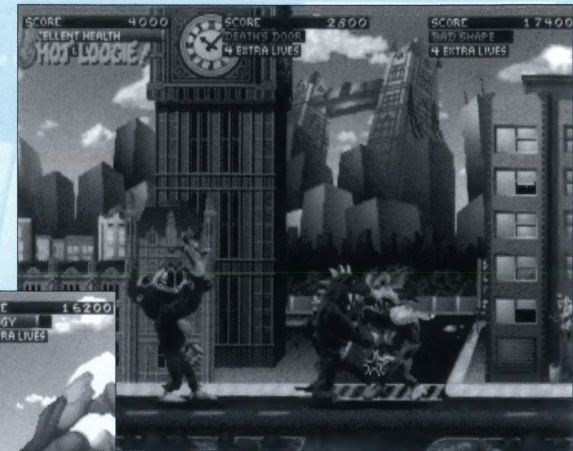
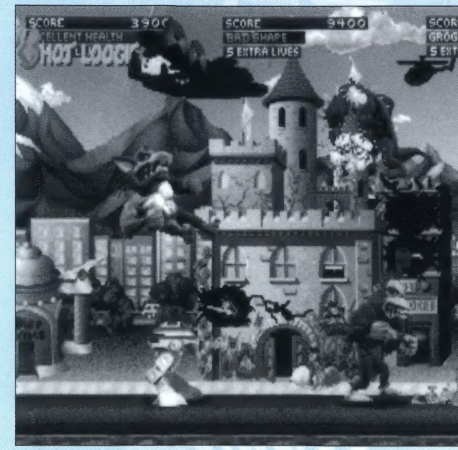
The Next Cl AMUSEMENT In Hand T Competition

SHOWCASE INTERNATIONAL

All thirteen original hit games plus

still has the standard 4 player ability where players compete against each other on one machine).

"Touchmaster"; the counter entertainment game is also a unit that operators should try. Counter top's are not new and have carved out a significant niche in the USA and European markets. This system has some good legs and is also



relatively low cost. New programs and games will ensure that the product has good longevity in our market.

Although there were some 210 exhibitors at the show, there was very little offered in terms of new product.

The Japanese still lead the market in terms of innovation in video while the USA show offers more for operators in the "redemption" area.

NEW DRIVERS TO BOO

ADD ONE MORE

SPEED UP



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FROM gael



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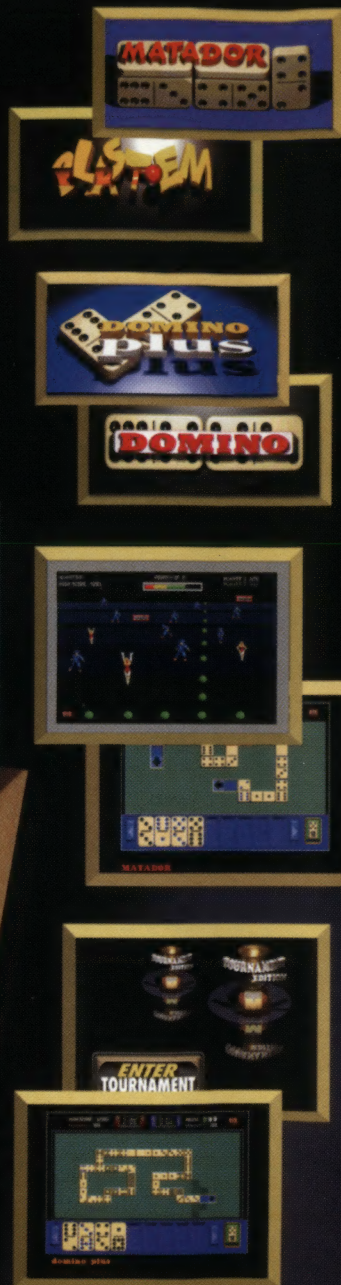
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New **tournament mode** lets players compete against each other in
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At the touch of the screen, challengers can choose any one of **four languages**:
French, German, Italian, English (European Models Only)



SPECIFICATIONS:

Classic Cabinet - Unboxed :
Depth: 32" 81.28 cm Height: 69" 172.4 cm
Width: 23" 58.4 cm
Classic Cabinet :
Depth: 33" 83.8 cm Height: 69" 172.4 cm
Width: 23" 58.4 cm
Tournament Edition :
Depth: 33" 83.8 cm Height: 69" 172.4 cm
Width: 23" 58.4 cm

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GTI CLUB
RALLY COTE D'AZUR

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GTI CLUB

RALLY COTE D'AZUR

There have been many racing games in recent years, but only one has tempted AB Europe's On Test team to slip on the driving gloves, pull down the goggles and hit the South of France. Life doesn't get any better...



Game: GTI Club
Type: Dedicated Video
Manufacturer: Konami

KONAMI'S latest release is GTI Club. The game features a rally around the streets of an unnamed town in the South of France. Players can choose from four cars, plus one special vehicle accessible through a secret control combination. Up to four units are linkable at a time. But the game's unique features are its short cuts, allowing players to select their own route, and a tag game in which players hit each others' cars to transfer a bomb. The player left with the bomb when time runs out loses. The game also features a working handbrake.

THE PLAYERS VERDICT

DAVID - AGE 20

A hardcore gamer. Visits arcades frequently and hunts down the new releases. Enjoys playing fighting games both in arcades and is eagerly awaiting his N64 home console.

After the amount of pre-launch press this game has received in the video game magazines and on the Internet, it has to be one of the most awaited games I can remember.

And, for once, reality lived up to the hype; GTI Club really breaks the driving game formula. You really have to start with the cabinet - the game looks very sharp and the handbrake is a very clever addition (once you realise that it actually works).

Graphically, the game's exceptionally good too. I thought the fact that the designers had gone for mini cars as opposed to the more popular racing cars was inspirational too - that the action reminded me of the film, The Italian Job.

But its strength, with doubt, is the gameplay. The cars don't get smashed up when you hit things (which is quite often), the action is fast and smooth, the course is testing, without being too difficult, and the game has

just the right blend of competitiveness and playability. The short cuts are a great feature too. In fact, I don't think I've played a better racer since Daytona, particularly in a linked game.

The other interesting feature was the tag game. Although this is certainly different from other racing games, I think it suffers because the race option itself is so entertaining. Even so, I still enjoyed playing it, my only complaint being that the car left with the bomb should explode at the end of the game. 8/10

MARK - AGE 24

PLAYS most type of machine and is a big fan of racing games. Also spends a lot of time playing his home console system and upgrades frequently.

The first big difference between GTI Club and other racing games is the road handling of the cars and the severe amount of side ways movement incurred by a small turn of the steering wheel. This was hard to get to grips with initially but probably captured the movement of a mini driven at high speed quite well.

On the normal race I found it hard to do better than sixth place until discovering two shortcuts



which improved my position. I am convinced one hairpin turn is impossible to negotiate smoothly even using the handbrake.

The game had excellent linked play and it was a lot of fun to battle it out with an opponent. The setting for the race was excellent and I particularly enjoyed crashing through the cafe sending tables flying and driving through the petrol station. If only I could drive the same way around the streets of Basingstoke, I'd be a happy man.

The only disappointment was the tag race. It was too difficult to see where your opponent was and the whole concept of the game seemed to me to be rather futile. Overall, though, GTI Club was great. 8/10

NIGEL - AGE 19

AN occasional arcade visitor, but likes to test the new games when there. A hardcore AWP player who also enjoys playing SWPs with his friends when in the pub.

Undoubtedly the most rewarding feature of this game is the durability of the cars.

For novices like me, the ability to withstand frequent encounters with crash barriers an still maintain some momentum was a Godsend. It also added to the rally feel which is further enhanced by the view change facility, affording the player either a dashboard or roof-rack panorama.

As I became familiar with the course, so my appreciation of its intricacies increased. Cunning short cuts are available to course veterans, along with the obligatory handbrake turn, a necessity for the 180 degree manoeuvre.

Having accepted that I was destined never to improve on 3rd place, I suggested the Tag linked play to a suitably tame looking gamer. Unfortunately, this proved somewhat of an anticlimax, as I followed my opponent haphazardly around



the course, randomly searching streets to track him down. The race game is much better. 7/10

HELEN - AGE 19

A rare visitor to the arcade but enjoys some serious video action while there. Recent favourites have included Killer Instinct and Sega Rally.

I'm going to have to indulge in some shameless gushing over this game because I thought it was fab.

What I liked most about it was the fact that you were actually driving through city streets. It was like driving your own car but being allowed to do all the things you're not supposed to like handbrake turns, speeds in three figures and mounting the curb. In fact my favourite manoeuvre was ploughing into the pavement cafe tables and chairs.

I also liked the way that you could take short-cuts. The cobbled alley way was great for gaining a few positions and you really noticed the change in road surface.

I think I was unique in rating the tag game. I thought it was really good fun and a nice afterthought.

GTI Club is one of the few games that completely lives up to the hype and it has definitely succeeded in breaking the driving game mould. 8/10

GARY - AGE 18

A fighting game expert who spends most of his spare time in the arcade. Occasionally plays other games, including AWP and SWPs.

All I can say about this game is, "what a cracker." Although I prefer fighting games, I do like the linked racers, although they all seem to have become a bit similar.

GTI Club is really different though. I loved the idea of the short cuts, and it was great smashing your way around town trying to find a new one. I also liked the fact that you had to really battle to get past your opponents.

If there was one disappointment it was the tag game. It was still good, but I think most groups of players would rather go for the straight race option than playing tag. Even so, it's a nice addition and offers something new. 8/10

